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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	DEC 1989	DEC 1988	JUL-DEC 1989/90	JUL-DEC 1988/89
AL Alabama	2,990	5,898	27,169	31,221
AK Alaska	0	0	426	0
AZ Arizona	219	331	1,728	1,241
AR Arkansas	2,214	2,570	19,812	18,963
CA California	5,740	6,070	40,173	38,696
CO Colorado	965	640	3,644	2,648
CT Connecticut	408	178	1,226	1,249
DE Delaware	62	1,205	11,751	7,534
FL Florida	8,775	8,111	67,730	42,692
GA Georgia	13,288	7,624	54,855	49,684
HI Hawaii	21	43	3,596	3,062
ID Idaho	642	1,080	10,966	9,385
IL Illinois	113,091	71,461	433,268	316,338
IN Indiana	82,345	42,865	218,912	164,493
IA Iowa	104,412	59,517	341,851	276,662
KS Kansas	3,018	2,835	27,861	25,558
KY Kentucky	14,802	10,660	60,359	55,838
LA Louisiana	13,276	17,599	50,441	69,341
ME Maine	1,141	1,853	1,622	3,713
MD Maryland	3,280	1,859	13,148	16,004
MA Massachusetts	371	318	1,584	1,534
MI Michigan	32,785	14,932	100,824	77,930
MN Minnesota	67,752	43,804	210,505	166,788
MS Mississippi	1,144	1,188	9,744	8,721
MO Missouri	32,944	20,415	161,761	127,492
MT Montana	871	557	5,051	3,801
NE Nebraska	5,187	3,324	13,217	11,900
NV Nevada	0	0	3	61
NH New Hampshire	0	11	309	70
NJ New Jersey	250	522	2,021	2,360
NM New Mexico	274	844	2,047	12,435
NY New York	6,443	5,878	16,860	17,417
NC North Carolina	4,590	13,073	25,208	33,293
ND North Dakota	5,858	1,711	12,098	6,219
OH Ohio	74,556	48,050	233,662	221,045
OK Oklahoma	640	1,079	9,740	10,404
OR Oregon	1,681	769	11,019	9,817
PA Pennsylvania	3,462	5,338	21,032	20,415
RI Rhode Island	118	119	872	1,341
SC South Carolina	10,535	15,834	34,422	35,406
SD South Dakota	2,326	1,866	6,516	5,661
TN Tennessee	13,945	22,644	37,844	45,292
TX Texas	5,839	8,294	43,864	42,759
UT Utah	2,836	730	11,905	3,634
VT Vermont	94	63	1,587	314
VA Virginia	12,312	1,282	29,746	26,433
WA Washington	2,072	2,772	13,692	13,609
WV West Virginia	60	61	654	422
WI Wisconsin	45,157	25,967	116,331	124,452
WY Wyoming	67	102	964	717
TOTAL U.S.:	704,858	483,946	2,525,620	2,166,064
CANADA				
AB Alberta	645	1,494	9,669	9,087
BC Brit. Columbia	203	3,087	925	3,755
MB Manitoba	1,154	2,162	9,794	9,540
NB New Brunswick	1,200	432	3,281	5,012
NF Newfoundland	0	0	0	0
NS Nova Scotia	501	452	1,576	1,665
ON Ontario	7,673	12,140	41,302	58,246
PE Pr.Edward Isle	0	945	1,362	5,250
PQ Quebec	3,323	2,426	19,050	36,249
SK Saskatchewan	543	1,288	3,313	4,233
TOTAL CAN:	15,242	24,426	90,272	133,037
EXPORT SALES:	267,604	340,479	1,547,627	2,153,546
TOTAL AG SALES	987,704	848,851	4,163,519	4,452,647
Non-Ag U.S.	40,428	38,061	234,058	215,781
Canada	975	1,428	7,775	14,473
Exports	14,074	25,520	74,935	68,475
TOTAL NON-AG SALES	55,477	65,009	316,768	298,729
GRAND TOTAL	**1,043,181**	**913,860**	**4,480,287**	**4,751,376**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	173	1,649	857	60	251	2,990
AK Alaska	0	0	0	0	0	0
AZ Arizona	12	0	180	14	13	219
AR Arkansas	45	0	1,496	624	49	2,214
CA California	1,796	1,840	746	0	1,358	5,740
CO Colorado	263	0	649	48	5	965
CT Connecticut	0	0	358	0	50	408
DE Delaware	62	0	0	0	0	62
FL Florida	1,210	2,977	942	777	2,869	8,775
GA Georgia	2,429	305	9,526	(19)	1,047	13,288
HI Hawaii	0	0	0	0	21	21
ID Idaho	15	229	360	0	38	642
IL Illinois	361	96,846	8,170	7,416	298	113,091
IN Indiana	(273)	64,488	11,881	6,102	147	82,345
IA Iowa	75	63,723	30,186	10,407	21	104,412
KS Kansas	258	962	1,842	(91)	47	3,018
KY Kentucky	59	11,508	3,196	0	39	14,802
LA Louisiana	622	0	12,643	0	11	13,276
ME Maine	0	0	1,141	0	0	1,141
MD Maryland	680	0	368	2,188	44	3,280
MA Massachusetts	0	0	121	250	0	371
MI Michigan	0	26,359	6,038	239	149	32,785
MN Minnesota	30	23,962	41,116	2,176	468	67,752
MS Mississippi	0	915	234	(10)	5	1,144
MO Missouri	1,421	4,996	23,997	2,392	138	32,944
MT Montana	21	146	667	37	0	871
NE Nebraska	238	835	2,525	1,097	492	5,187
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	124	57	14	55	250
NM New Mexico	47	0	205	0	22	274
NY New York	178	4,196	1,652	248	169	6,443
NC North Carolina	3,191	425	244	375	355	4,590
ND North Dakota	0	863	4,995	0	0	5,858
OH Ohio	10,147	40,422	20,040	3,570	377	74,556
OK Oklahoma	174	0	436	(81)	111	640
OR Oregon	0	298	1,284	61	38	1,681
PA Pennsylvania	300	659	2,109	140	254	3,462
RI Rhode Island	0	0	118	0	0	118
SC South Carolina	1,219	669	7,926	250	471	10,535
SD South Dakota	0	854	1,457	15	0	2,326
TN Tennessee	84	12,352	418	248	843	13,945
TX Texas	920	(122)	4,348	258	435	5,839
UT Utah	2,621	15	182	0	18	2,836
VT Vermont	0	0	94	0	0	94
VA Virginia	1,755	1,039	6,929	1,990	599	12,312
WA Washington	7	244	1,484	94	243	2,072
WV West Virginia	0	60	0	0	0	60
WI Wisconsin	1,037	33,149	9,854	858	259	45,157
WY Wyoming	0	21	46	0	0	67
TOTAL U.S.:	31,177	397,008	223,117	41,747	11,809	704,858
CANADA						
AB Alberta	0	0	751	(106)	0	645
BC Brit. Columbia	0	0	143	0	60	203
MB Manitoba	0	155	999	0	0	1,154
NB New Brunswick	0	63	1,093	0	44	1,200
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	240	261	0	0	501
ON Ontario	0	5,233	2,017	0	423	7,673
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	298	0	2,694	0	331	3,323
SK Saskatchewan	0	0	501	42	0	543
TOTAL CAN:	298	5,691	8,459	(64)	858	15,242
*EXPORT SALES:	201,008	8,463	44,208	6,193	7,732	267,604
TOTAL AG SALES	232,483	411,162	275,784	47,876	20,399	987,704
NON-AG U.S.	29,631	-	-	10,317	480	40,428
Canada	909	-	-	27	39	975
*Exports	1,101	-	-	12,902	71	14,074
TOTAL NON-AG SALES	31,641	-	-	23,246	590	55,477
GRAND TOTAL	**264,124**	**411,162**	**275,784**	**71,122**	**20,989**	**1,043,181**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	(914)	0	0	0	(914)
Australia	26	0	8,639	0	1,929	10,594
Belgium	0	0	7,282	0	0	7,282
Belize	0	0	346	0	42	388
Brazil	3,307	6,614	1,130	0	0	11,051
China	84,560	0	0	0	0	84,560
Colombia	(583)	0	6,596	0	0	6,013
Denmark	11,691	0	0	0	0	11,691
Dom. Republic	0	0	3,968	0	0	3,968
Ecuador	2,101	(121)	0	0	727	2,707
Guatemala	1,905	0	1,918	0	0	3,823
India	203	0	0	0	0	203
Japan	20,153	2,884	1,331	6,193	558	31,119
Korea	50,051	0	0	0	0	50,051
Malaysia	15,817	0	0	0	0	15,817
Mexico	(9,973)	0	0	0	230	(9,743)
New Zealand	0	0	6,402	0	0	6,402
Nigeria	6,743	0	0	0	0	6,743
Peru	1,041	0	0	0	4,235	5,276
Philippines	3,708	0	0	0	0	3,708
Puerto Rico	0	0	0	0	11	11
Taiwan	10,258	0	0	0	0	10,258
Venezuela	0	0	6,596	0	0	6,596
TOTAL AG:	201,008	8,463	44,208	6,193	7,732	267,604
NON-AGRICULTURAL						
Argentina	(13)	-	-	0	0	(13)
Australia	0	-	-	0	71	71
Italy	0	-	-	7,704	0	7,704
Japan	137	-	-	5,198	0	5,335
Korea	250	-	-	0	0	250
Mexico	565	-	-	0	0	565
New Zealand	12	-	-	0	0	12
Taiwan	50	-	-	0	0	50
United Kingdom	100	-	-	0	0	100
TOTAL NON-AG:	1,101	-	-	12,902	71	14,074
TOTAL EXPORTS	**202,109**	**8,463**	**44,208**	**19,095**	**7,803**	**281,678**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	303	1,649	516	0	2,468
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	498	498
CA California	0	0	61	0	61
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	358	0	358
DE Delaware	62	0	0	0	62
FL Florida	1,196	2,734	852	777	5,559
GA Georgia	2,459	305	9,371	0	12,135
HI Hawaii	0	0	0	0	0
ID Idaho	0	124	226	0	350
IL Illinois	421	96,473	3,721	7,416	108,031
IN Indiana	137	64,488	11,217	4,529	80,371
IA Iowa	0	59,010	21,351	10,391	90,752
KS Kansas	0	269	70	111	450
KY Kentucky	61	11,508	552	0	12,121
LA Louisiana	0	0	12,612	0	12,612
ME Maine	0	0	1,141	0	1,141
MD Maryland	680	0	368	2,188	3,236
MA Massachusetts	0	0	121	250	371
MI Michigan	0	26,359	5,055	239	31,653
MN Minnesota	30	23,841	40,942	2,176	66,989
MS Mississippi	0	915	0	0	915
MO Missouri	1,526	4,033	2,527	1,209	9,295
MT Montana	0	146	667	37	850
NE Nebraska	0	786	861	1,118	2,765
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	124	57	14	195
NM New Mexico	0	0	0	0	0
NY New York	178	4,196	1,652	248	6,274
NC North Carolina	3,191	425	244	375	4,235
ND North Dakota	0	863	4,995	0	5,858
OH Ohio	10,147	40,422	18,319	3,570	72,458
OK Oklahoma	0	0	15	0	15
OR Oregon	0	223	1,223	61	1,507
PA Pennsylvania	300	659	2,109	140	3,208
RI Rhode Island	0	0	118	0	118
SC South Carolina	1,219	669	7,926	250	10,064
SD South Dakota	0	854	1,457	15	2,326
TN Tennessee	61	12,352	1,683	248	14,344
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	94	0	94
VA Virginia	1,755	1,039	6,929	1,990	11,713
WA Washington	7	244	1,372	94	1,717
WV West Virginia	0	60	0	0	60
WI Wisconsin	1,037	33,149	9,854	858	44,898
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	24,770	387,919	170,636	38,802	622,127
CANADA					
AB Alberta	0	0	751	(106)	645
BC Brit. Columbia	0	0	143	0	143
MB Manitoba	0	155	999	0	1,154
NB New Brunswick	0	63	1,093	0	1,156
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	240	261	0	501
ON Ontario	0	5,233	2,017	0	7,250
PE Pr.Edward Isle	0	0	0	0	0
PQ Quebec	0	0	2,694	0	2,694
SK Saskatchewan	0	0	501	42	543
TOTAL CAN:	0	5,691	8,459	(64)	14,086
*EXPORT SALES:	200,797	9,498	38,563	6,193	255,051
TOTAL AG SALES	225,567	403,108	217,658	44,931	891,264
NON-AG U.S.	20,088	-	-	10,335	30,423
Canada	909	-	-	27	936
*Exports	537	-	-	12,902	13,439
TOTAL NON-AG SALES	21,534	-	-	23,264	44,798
GRAND TOTAL	**247,101**	**403,108**	**217,658**	**68,195**	**936,062**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	26	0	8,639	0	8,665
Belgium	0	0	7,282	0	7,282
Brazil	3,307	6,614	1,130	0	11,051
China	84,560	0	0	0	84,560
Colombia	0	0	6,596	0	6,596
Denmark	11,691	0	0	0	11,691
Guatemala	1,905	0	1,918	0	3,823
India	203	0	0	0	203
Japan	12,528	2,884	0	6,193	21,605
Korea	50,051	0	0	0	50,051
Malaysia	15,817	0	0	0	15,817
New Zealand	0	0	6,402	0	6,402
Nigeria	6,743	0	0	0	6,743
Philippines	3,708	0	0	0	3,708
Taiwan	10,258	0	0	0	10,258
Venezuela	0	0	6,596	0	6,596
TOTAL AG:	200,797	9,498	38,563	6,193	255,051
NON-AGRICULTURAL					
Italy	0	-	-	7,704	7,704
Japan	125	-	-	5,198	5,323
Korea	250	-	-	0	250
New Zealand	12	-	-	0	12
Taiwan	50	-	-	0	50
United Kingdom	100	-	-	0	100
TOTAL NON-AG:	537	-	-	12,902	13,439
TOTAL EXPORTS	**201,334**	**9,498**	**38,563**	**19,095**	**268,490**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	(130)	0	341	60	251	522
AK Alaska	0	0	0	0	0	0
AZ Arizona	12	0	180	14	13	219
AR Arkansas	45	0	1,496	126	49	1,716
CA California	1,796	1,840	685	0	1,358	5,679
CO Colorado	263	0	649	48	5	965
CT Connecticut	0	0	0	0	50	50
DE Delaware	0	0	0	0	0	0
FL Florida	14	243	90	0	2,869	3,216
GA Georgia	(30)	0	155	(19)	1,047	1,153
HI Hawaii	0	0	0	0	21	21
ID Idaho	15	105	134	0	38	292
IL Illinois	(60)	373	4,449	0	298	5,060
IN Indiana	(410)	0	664	1,573	147	1,974
IA Iowa	75	4,713	8,835	16	21	13,660
KS Kansas	258	693	1,772	(202)	47	2,568
KY Kentucky	(2)	0	2,644	0	39	2,681
LA Louisiana	622	0	31	0	11	664
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	983	0	149	1,132
MN Minnesota	0	121	174	0	468	763
MS Mississippi	0	0	234	(10)	5	229
MO Missouri	(105)	963	21,470	1,183	138	23,649
MT Montana	21	0	0	0	0	21
NE Nebraska	238	49	1,664	(21)	492	2,422
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	55	55
NM New Mexico	47	0	205	0	22	274
NY New York	0	0	0	0	169	169
NC North Carolina	0	0	0	0	355	355
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	1,721	0	377	2,098
OK Oklahoma	174	0	421	(81)	111	625
OR Oregon	0	75	61	0	38	174
PA Pennsylvania	0	0	0	0	254	254
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	471	471
SD South Dakota	0	0	0	0	0	0
TN Tennessee	23	0	(1,265)	0	843	(399)
TX Texas	920	(122)	4,348	258	435	5,839
UT Utah	2,621	15	182	0	18	2,836
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	599	599
WA Washington	0	0	112	0	243	355
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	259	259
WY Wyoming	0	21	46	0	0	67
TOTAL U.S.:	6,407	9,089	52,481	2,945	11,809	82,731
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	60	60
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	44	44
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	423	423
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	298	0	0	0	331	629
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	298	0	0	0	858	1,156
*EXPORT SALES:	211	(1,035)	5,645	0	7,732	12,553
TOTAL AG SALES	6,916	8,054	58,126	2,945	20,399	96,440
NON-AG U.S.	9,543	-	-	(18)	480	10,005
Canada	0	-	-	0	39	39
*Exports	564	-	-	0	71	635
TOTAL NON-AG SALES	10,107	-	-	(18)	590	10,679
GRAND TOTAL	**17,023**	**8,054**	**58,126**	**2,927**	**20,989**	**107,119**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	(914)	0	0	0	(914)
Australia	0	0	0	0	1,929	1,929
Belize	0	0	346	0	42	388
Colombia	(583)	0	0	0	0	(583)
Dom. Republic	0	0	3,968	0	0	3,968
Ecuador	2,101	(121)	0	0	727	2,707
Japan	7,625	0	1,331	0	558	9,514
Mexico	(9,973)	0	0	0	230	(9,743)
Peru	1,041	0	0	0	4,235	5,276
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	211	(1,035)	5,645	0	7,732	12,553
NON-AGRICULTURAL						
Argentina	(13)	-	-	0	0	(13)
Australia	0	-	-	0	71	71
Japan	12	-	-	0	0	12
Mexico	565	-	-	0	0	565
TOTAL NON-AG:	564	-	-	0	71	635
TOTAL EXPORTS	**775**	**(1,035)**	**5,645**	**0**	**7,803**	**13,188**